

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W

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R 151403Z MAR 78

FM AMEMBASSY TUNIS

TO USDOC WASHDC

INFO SECSTATE WASHDC 351

AMEMBASSY CAIRO

AMEMBASSY RABAT

UNCLAS TUNIS 1891

E.O.11652: NA

TAGS: BEXP TS

SUBJ: MINING EQUIPMENT AND TECHNOLOGY MISSION: FINAL REPORT

REF: RABAT 1481 (NOTAL)

1. SUMMARY: MISSION PARTICIPANTS VERY SATISFIED WITH SEMIAR SESSIONS IN TUNIS AND MINES SITE VISITS IN GAFSA. WILL ARRANGE MEETINGS WITH GOVERNMENT MINING OFFICIALS IN TUNIS AND MINE OPERATORS IN GAFSA PROVIDED USEFUL CONTACTS FOR PARTICIPANTS WHO WRE IMPRESSED WITH THE OVERALL PLANNING AND SCHEDULING OF MISSION EVENTS.

2. NARRATIVE:

(A) SEMINAR SESSIONS IN AFRICA HOTEL, TUNIS DREW OVER 50 ATTENDEES. AS EXPECTED, INTEREST IN SEMINAR PRESENTATIONS WAS HIGH. SIMULTANEOUS TRANSLATION EQUIPMENT AND SERVICES WERE GOOD, NO MAJOR PROBLEMS DEVELOPED. HOWEVER, QUALITY OF PAPERS TRANSLATED IN WASHINGTON WAS SO POOR THAT MISSION PARTICIPANTS WERE MOST WILLING TO CORRECT, REPRODUCE AND MAIL PAPERS AT THEIR OWN EXPENSE TO INTERESTED PARTIES IN BOTH TUNISIA AND MOROCCO.

(B) MISSION TRIP TO COMPAGNIE DES PHOSPHATES DE GAFSA (CPG) WAS SUCCESSFUL AND WORTHWHILE. CPG HOSTED A UNCLASSIFIED

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WELL-ORGANIZED PROGRAM WHICH INCLUDED VISITS TO OPEN PIT AND UNDERGROUND MINES AND A WASHING PLANT. IN AFTERNOON OF SECOND DAY ABOUT 30 CPG MINING ENGINEERS AND MANAGERS LISTENED TO TECHNICAL PPRESENTATIONS BY FIVE MISSION PARTICIPANTS. CPG ALSO HOSTED DINNER FOR SEMINAR PARTICIPANTS ON EVENING OF MARCH 3 AT CPG GUEST HOUSE METLAOUI. ONE PARTICIPANT SAID: QUOTE, I HAD NO IDEA THAT MUCH

BUSINESS EXISTED FOR OUR COMPANY IN TUNISIA. WE WILL FOLLOW UP QUICKLY ON CONTACTS MADE AS A RESULT OF MISSION. UNQUOTE.

(C) SINCE MISSION PARTICIPANTS HAVE LARGE, EXPENSIVE EQUIPMENT TO SELL IN A SMALL COUNTRY WITH AN EXPANDING MINING INDUSTRY, THEY PREFER TO QUOTE SALES ANTICIPATED OVER A 24 MONTHS OF LONGER PERIOD IN TUNISIA. ONE MISSION PARTICIPANT HAS BEEN INVITED TO MAKE RFP FOR EVAPORATION SYSTEM FOR MAGNISITE AND POTASH TO NATIONAL OFFICE OF MINES WHICH COULD DEVELOP INTO 30-40 MILLION DOLLAR DEAL WITHIN NEXT THREE YEARS.

3. STATISTICS:

(A) PARTCIPANT FIRMS	L	7
(B) SALES DURING EVENT		\$1,120,000
(C) SALES EXPECTED NEXT 24 MONTHS		\$18,60,000
(D) SALES LEADS		20
(E) REP LEADS		6
(F) REP AGGREGEMENTS EXPECTED		1

4. SEMINAR COORDINATOR COMMENTS: ARRANGEMENTS AND COOPERATION EXTENDED TO COORDINATION AND MISSION PARTICIPANTS BY E/C COUNSELOR MONTGOMERY, E/C OFFICER GALLAGHER AND STAFF WAS EXCELLENT. MISSION APPRECIATES EXCELLENT ADMINISTRATIVE SUPPORT BY EMBASSY COMMERCIAL SPECIALIST BEN MILED AND SECRETARY/INTERPRETER FATMA FELAH. MULCAHY
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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780116-0579
Format: TEL
From: TUNIS
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1978/newtext/t19780363/aaaacbms.tel
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Litigation History:
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 RABAT 1481
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3317655
Secure: OPEN
Status: NATIVE
Subject: MINING EQUIPMENT AND TECHNOLOGY MISSION: FINAL REPORT
TAGS: BEXP, TS
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/f4364bc6-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014